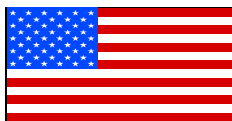




Leroy Harris, Jr.
(804) 771-2400 ext. 132
Veterans Business Outreach Specialist
April Edition



VETERANS BUSINESS OUTREACH NEWSLETTER

Building our communities one small business at a time...

– Dedicated to the families and victims of the World Trade Center and the Pentagon terrorist attacks
U.S. Small Business Administration • 400 North 8th Street • Richmond, Virginia 23240-10126

VETERAN OWNED SMALL BUSINESSES / DOING BUSINESS WITH THE DEFENSE LOGISTICS AGENCY

You can do business with a supply chain integrator for food, clothing, medical, general and industrial supplies, with the Defense Supply Centers (DSC) who are committed to making focused logistics a reality in worldwide military readiness.

The Defense Logistics Agency (DLA) is a logistics combat support agency whose primary role is to provide supplies and services to America's military force worldwide. The DLA 28,600 (as of April 2001) skilled and dedicated civilian and military staff work around the clock, in all 50 states, about 28 countries, at over 500 sites located close to, and partnered with our customers and suppliers.

Defense Logistic Agency's mission includes managing over four million consumable items and processing more than 30 million annual distribution actions.

There responsibilities have grown to the point that today, if our forces fight with it, wear it, eat it, burn it as fuel or otherwise use it, DLA probably provides it, arranges for its reutilization after the consumer no longer needs it. It is a responsibility DLA takes seriously and execute proudly.

DLA must continue helping our customers maintain readiness at reduced cost and sustain current and future deployed operations. That is

DLA's challenge, and that is what they will do.

The following web sites provide information on buying and selling products with DLA:

[DLA Customer Focused Web Sites](#)

[DLA Vendor Focused Web Sites](#)

<http://www.dla.mil/db/> or
<http://www.dla.mil/DLAtrifold.pdf>

IS THIS YOU?

Ever wonder how to go about buying or selling a small business, or how to find venture capital? The SBA maintains an extensive online library of small business publications on topics ranging from developing a marketing strategy to writing a business plan to setting up a bookkeeping system.

Written by experts, the entire Small Business Management series of publications is available on the SBA Web site, at

<http://www.sba.gov/library/pubs.html>

ECONOMIC INJURY DISASTER LOAN FILING DEADLINE APRIL 22, 2002

The U.S. Small Business Administration has approved over \$309 million in disaster loans to more than 3,779 businesses and residents in New York and Northern Virginia in the aftermath of the terrorist attacks on the World Trade Center and the Pentagon on Sept. 11.

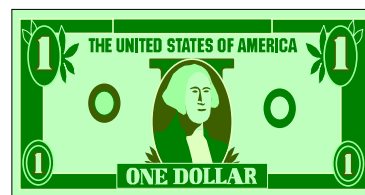
Elsewhere, the SBA has approved 2,326 disaster loans for \$223 million to small businesses across the country

that suffered economic injury as a direct result of those attacks or related federal actions.

Small businesses outside of New York and Northern Virginia affected by the September 11 attacks can apply for Economic Injury Disaster Loans by calling 1-800-827-5722 for more information. The SBA has extended the deadline thorough April 22, 2002. Businesses in New York, Virginia and the surrounding areas interested in applying for a disaster loan or obtaining further information can call (800) 659-2955.

To find out more about the SBA's disaster assistance program, visit www.sba.gov/disaster.

Expanding Your Business ? Need money?



Whether you are in need of a long-term loan, a working capital loan, a revolving line of credit or a Micro-Loan, the SBA has a financing program to fit your needs.

For more information call (804) 771-2400, Ext. 132 or email leroy.harris@sba.gov

VETERANS BUSINESS OUTREACH CENTERS:

You can find them on the web:

Virginia VBOP -

<http://tepconsulting.com>

New York VBOP -

<http://www.nyssbdc.org/help/programs/programs.html>

Texas VBOP -

<http://coserve1.panam.edu/vboc>

Florida VBOP -

<http://www.vboc.org/>

INTERESTED IN SELLING TO THE FEDERAL GOVERNMENT???

Want to sell to the federal government? Start by going to vetbiz.gov and sba.gov, the premiere, online gateway for veteran-owned businesses. At these sites, you can register your business with federal government contractor databases. The three main government registries are PRO-Net, Central Contractor Registration (CCR) and Electronic Posting System (EPS). Access and information about these sites can be found at: www.vetbiz.gov and www.sba.gov/vets.

Once you've mastered the basics, you will soon be able to move on to our EC/EDI section that will cover more advanced topics in "Electronic Commerce and Electronic Data Interchange:"

Another important site for doing business with the Government is www.govcommerce.net.

WINNERS FOR 2002 SMALL BUSINESS

WEEK HAVE BEEN SELECTED!! CELEBRATION TO BE HELD MAY 31, 2002!!

The Virginia Small Business Person of the Year and Advocate Awards are to honor the contributions of the commonwealth's small business owners. The winners are selected on their record of stability, growth in employment and sales, financial condition, innovation, response to adversity, and community service. Involvement with SBA is not a selection criteria, though more than half the winners received financial or management assistance from the SBA at some point.

This year the Awards Luncheon will be held at the Marriott Hotel, Richmond, Virginia on Friday, May 31, 2002 at 11:30 AM

MARK THIS DATE ON YOUR CALENDAR, BRING A FRIEND AND ATTEND ONE OF THESE!!!

Chesterfield County Office of Economic Development, The Crater Procurement & Technical Assistance Center and the U.S. Small Business Administration, Richmond District Office will host a series of workshops to assist small business owners. The first workshop is an introductory course on the basics of Federal government contracting. You will learn how to speak the contracting language, identify procurement opportunities and learn how and when to take advantage of those opportunities. Learn how to register your business with the government to maximize your bid opportunities, understand the FAR, types of government contracts and become familiar with the various forms associated with government procurement. This workshop starts at 9:00 AM

The second workshop is designed to assist small businesses in understanding the business loan process. Get your loan questions answered and find out which program fits your need. Learn how to apply for a SBA loan guarantee. This is a free business loan orientation Workshop that starts at 1 PM

The workshops will be conducted on the following date & times:

April 18, 2002; May 16, 2002; June 20, 2002; July 18, 2002; August 15, 2002; September 19, 2002; October 17, 2002 and November 21, 2002
9:00 AM - 12:00 PM and
1:00 PM-3:00PM

These workshops will be held at the Chesterfield County Office of Economic Development, Centre Court Office Building, 9401 Courthouse Road, Suite B, Chesterfield, VA.

To register for either workshop call (804) 771-2400 Ext. 123 to reserve your seat or you can e-mail your reservation to james.williams@sba.gov

The Richmond Chapter of the Service Corps of Retired Executives (SCORE) conducts a Small Business Workshop the 2nd Friday of each month, except December. To obtain further information concerning this workshop, call (804) 771-2400, Ext. 121. Enrollment is limited and the cost is \$45.00. The fee includes instruction, program material and a box lunch.

SCORE is made up of men and women who have successfully completed their own active business careers and now offer their services, without pay, to help small business persons with operating problems.

Richmond SBA Website:

<http://www.sba.gov/va/>

National SBA Website:

<http://www.sba.gov>

National SBA Bankers' Website:

<http://www.sba.gov/banking/>

SBA VETERANS SMALL BUSINESS WORKSHOP

SERIES

Ft. LEE ARMY BASE – Transition Assistance Program (TAP)

May 9, 2002, June 6, 2002, July 11, 2002, August 8, 2002, September 12, 2002

NORFOLK NAVY BASE – Transition Assistance Program (TAP)

April 17, 2002, April 24, 2002, May 8, 2002, May 8, 2002, May 15, 2002, May 22, 2002, May 29, 2002, June 5, 2002, June 12, 2002, June 19, 2002, June 26, 2002, July 10, 2002, July 17, 2002, July 24, 2002, July 31, 2002
August 7, 2002, August 14, 2002, August 21, 2002, August 28, 2002
February 13, 2002, February 27, 2002

Or

Every Wednesday

DAHLGREN NAVY BASE – Transition Assistance Program (TAP)

SBA workshop June 4, 2002, Job/Information Fair June 7, 2002

SBA workshop September 10, 2002

Job/Information Fair September 13, 2002

SBA Workshop December 3, 2002

Job/information Fair December 6, 2002

To register contact Janet Giles at 540-653-1839

Ft. Eustis Army Base – Transition Assistance Program (TAP)

April 25, 2002, May 16, 2002

June 20, 2002, July 25, 2002, August 22, 2002, September 26, 2002,

Langley Air Force Base – Transition Assistance Program (TAP)

April 18, 2002, April 19, 2002, May 16, 2002, May 17, 2002, June 21, 2002, July 18, 2002
July 19, 2002

Virginia Employment Commission Norfolk Virginia – How To Start A Small Business Workshop Series/ Introduction to Business Plan Development

April 19, 2002, May 17, 2002

June 21, 2002, July 19, 2002, August 16, 2002

For more information on workshop listed above, call

[Leroy Harris](#) (SBA) AT [804-771-2400 X 132](#)

**THE Small Business Resource Center, VET Center and the SBA
Presents a Business Plan Development Course for Veterans in Norfolk Virginia.**

One evening a week for 8 weeks/6pm-8pm.

Call Greg Burt to sign up to attend the next Business Plan Course at 757-623-7584.

<http://www.sba.gov/vets>

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